

**TRIAD WASTE MANAGEMENT, INC.**

March 10, 1998

State of California
CalMax Coordinator
Fax: 916 255 4580
Attn: Ken Decio

Dear Ken:

This letter is to notify you once again of the opportunities that we have taken advantage of because of the CalMax Magazine. Once again we had a very successful year finding products through the magazine. 1997 was a good year and we feel the magazine has helped us increase our business by approximately 30% from the previous year. To us that are quite substantial in the over all picture. I will list below a few of the projects we worked on or still working on because of the connections we made through the magazine.

1. New wallboard recycling:

The city of Woodland contacted us asking if we could do anything with new unpainted wallboard from a couple of manufacturers. We will be hauling 50 tons to 75 tons per week from the facilities and processing it and utilizing it as a soil amendment in Agriculture.

2. We were contacted by three major wallboard manufactures to process their broken pieces and dust collector product. One of the facilities has been shipping 75-100 tons per week all of last year. The second facility we have been taking their paper from the board and mixing it into compost as filler. That was the equivalent of approximately 200 yards per week. We are also taking their fines from the process. The third facility we started working on in August has a pile of approximately 60,000 tons of broken pieces that has accumulated over the years. We are about to set up a process to handle this entire product and move it all this year. All three companies contacted through the CalMax magazine.
3. We picked up a new client in the winery business in 1997 and started utilizing their filter media as a soil amendment. That was approximately 3000 tons total for the year.
4. We had a flavoring company contact us back in April of last year with 6 pallets of flavoring that had gone bad. We took the liquid and mixed it with one of our liquid fertilizers for the sugar content. We then took the glass to a recycler and the cardboard we used for covers on our pallets.
5. A feed company that needed to clean out its silo contacted us. We took the old feed and mixed it with our compost as filler. This was a one-time deal that consisted of 22 tons of product.

6. Horse Manure: We increased our intake of horse bedding material by about 50% over the year from people calling us from the magazine. Approximately 2000 tons of new material from the previous year.
7. We continue to haul the filter media from C&H Sugar Company. Approximately 40,000 tons in 1997.

We continue to receive a minimum of 5 to 8 calls per week on new products or services. The only place that we have ever advertised is in the CalMax magazine. I'm very impressed with the number of people who are reading it and calling us.

We are very happy to be a part of this program and hope that it continues to reach those looking to recycle or reuse their waste.

Thanks again for helping us have another successful year.

Sincerely,



Mike Daley

28/5/97

SUCCESS STORY

Power Reliability in Southern California has been a problem for Golden Era Productions, a high tech film studio located there. Uninterrupted Power Sources (UPSes) is in high demand at the Studio.

A few years ago using Cal Max, a UPS for the new Special Effects Studio was located and purchased at 1/5th the cost.

Last week I received a phone call from Dow Jones and Company in Palo Alto. This location is currently under renovation and is making a point of recycling all their unneeded material. They had three 10 year old UPSes and a line conditioner that they no longer needed. For the cost of trucking it down to Southern California (\$800.00) I was able to procure these UPSes for a new office building being built on the property. Bought used, they would have cost \$6,000 each. This is a savings of \$24,000.

In addition to that, our Gardeners at the 550 acre Studio use Cal Max regularly to procure fertilizer, special plannting materials, greenhouses and have saved many thousands of dollars.

We think Cal Max is one of the most constructive things the Government of California has ever sponsored and presents as an option to this Golden State. Our hats off to your program!


Singerly,
Dana Reid
Electrical Purchaser

CHEMSTAR URETHANES, INC.

1148 California Avenue, Corona, California 91719

May 19, 1997 (909) 735-6522 FAX: (909) 735-0301

Attn: Dan Pennington
Calmax
8800 Cal Center Dr.
Sacramento, CA 95826

Dear Dan:

I recently reviewed the Calmax program with Ken Decio and I wanted to share some of the highlights regarding its impact with Chemstar Urethanes.

Chemstar is a user of wide grade polyurethane chemicals. These chemicals are normally used in a two component system which usually makes some kind of flexible or rigid foam or an elastomeric non-foam material such as for coatings or roller skate wheels.

I believe we listed with Calmax sometime prior to 1990 and in the time that we have been in your catalog, we have received over fifty inquiries per year. Indeed we have received a number of calls from various county health agencies to see if we could assist and/or help identify materials which were abandoned or illegally dumped.

The inquiries have also come from out of state (ie. Washington, Oregon, and states in the midwest) by someone who originally saw Chemstar's listing in your catalog.

Specifically, we do at least 20,000 pounds of business with an account in the Sacramento area which saves them approximately \$200,000 per year. Our customer's save approximately \$40,000 per year and we turn a previously unusable material into a usable material and save the air and/or the landfill from further exposure to another lot of disposed chemical. Also from the miscellaneous contacts we have received, we have duplicated the above scenario at least by twenty times per year. The dollar amounts may be somewhat less than the above but we feel that everybody still benefits through the Calmax listing and program including the air and the landfill.

Please let me know should I be able to further comment or should you have any questions. We do appreciate the opportunity to be listed in your publication.

Decio, Ken

From: L PISTORESI [larryjr@thegrid.net]
Sent: Tuesday, July 22, 1997 12:27 AM
To: CALMAX
Subject: Successful Exchange

We had removed an old irrigation system out of vineyard in Chowchilla and have had approximately 100 plus tons of PVC pipe to dispose of for the past two years. This past month we started removing an additional 1,000 acres of irrigation system and decided that we need to find a need for the used product. After many calls, we were referred to the Santa Clara County Recycle Hot Line who directed us to the CALMAX site. We placed a listing on the site in hopes of finding a user. Although we received no calls regarding the product, we did make contact with a firm in Gustine who was looking for PVC and listed that information on your site also. After a few calls and a trip over to Chowchilla a deal was struck and the PVC is on it way to be recycled and not to the dump. We saved a lot of tipping fees and they received a lot of needed product.

We have also found the CALMAX listing very valuable in finding certain materials. Everyone we have contacted from your listings has been just great and very helpful. Keep up the good work.

Larry Pistoresi Jr.
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